

FIG. 2

Applicant(s): Sven Schwerin-Wenzel, et al. SERVICES INTEGRATION

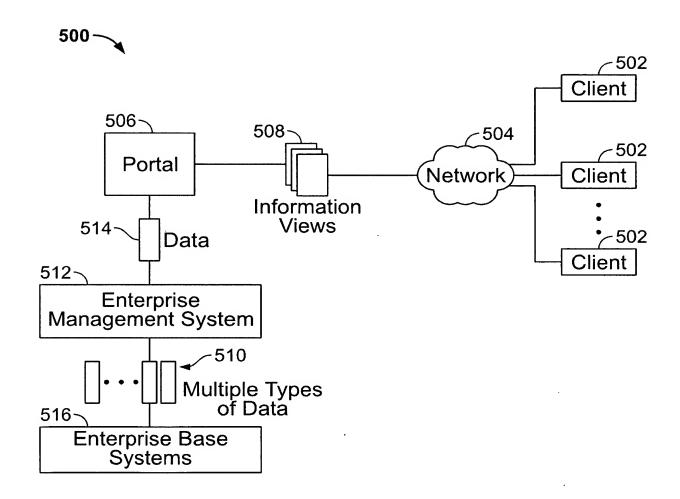
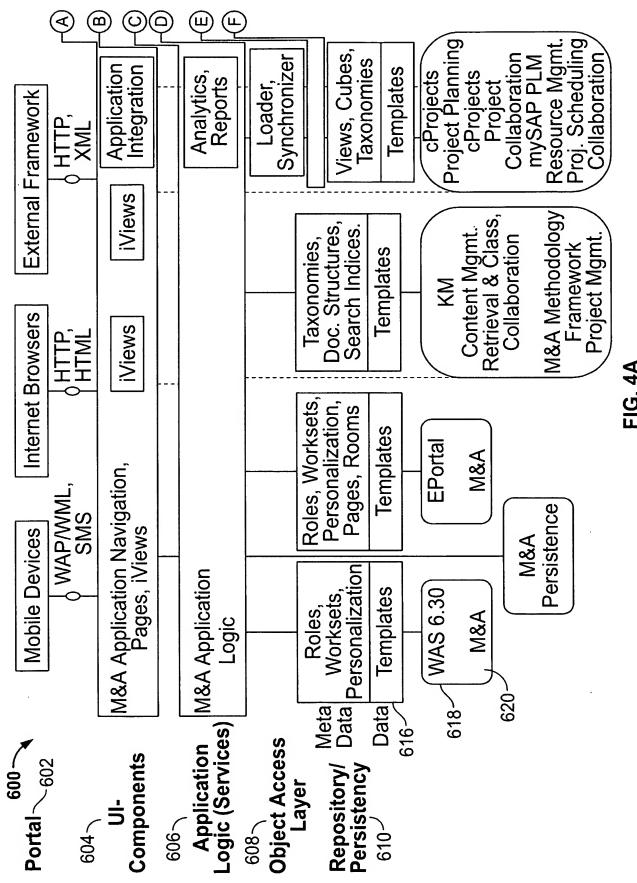


FIG. 3



XML Content Org Charting
Resource Mgmt
Interact. OrgChart Yahoo! Collaboration Application Integration Reports;... **Templates** Views, Styles. Loader Document||Exchange, JDBC Lotus XML, FILE Info Cubes, Rep.s. Roles Storage Analysis&Reporting OLAP FILE, XML XBRL Taxonomies Data Warehousing RDBMS Analytical Apps, Connectivity (SAP XI/Unification Server,...) Pits, iViews Web Cock-Extractor,... **Templates BW 3.1B** Services Databases XML Legacy, FIG. 4B FILE, XML Seman.Info.Mgmt. Loader, Mapper,... Web Access Mgmt HTTP, FTP, FILE, Templates Schemas Security LDAP JDBC, XM WebDAV Operational Systems Company B XML, HTTP, HTTPS¢ Fire Wall 615 617 Company A-Systems Source 614

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SERVICES INTEGRATION

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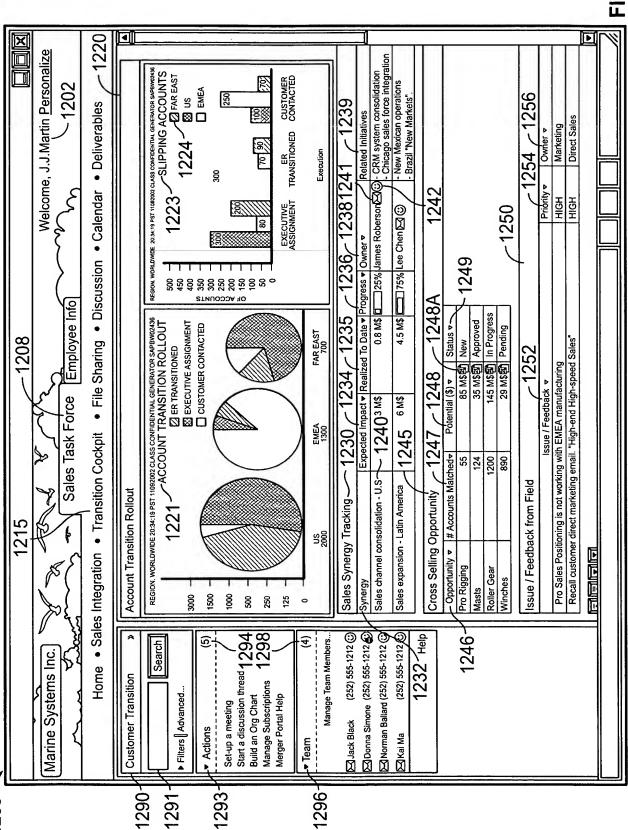


FIG. 5

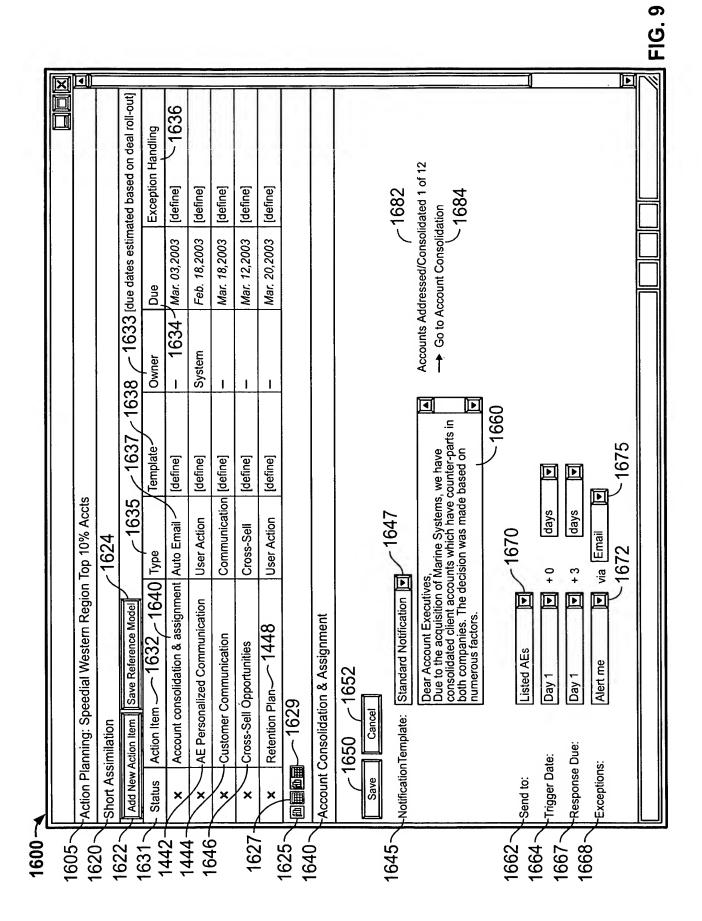
	1215 1208		
Marine Systems Inc.	Sales Task Force Emi	W Employee Info	Welcome, J.J. Martin <u>Personalize</u>
Home • Sal	<ul> <li>Sales Integration • Transition Cockpit • File Share</li> </ul>	• File Sharing • Discussion • Calendar	dar • Deliverables
Transition	Pro Rigging 55	85 M\$ 🐔   New	
Customer Iransinon "	Masts 124	35 M\$ 🀔   Approved	
	Roller Gear 1200		
Search	Winches 890	29 M\$ 🛠   Pending	
Filters  Advanced	Issue / Feedback from Field — 1250	1252	254 7 1256
(6)	Issue / Feedback 👁	× ♥ Priority ♥	▼ Owner ▼
*Acuons	Pro Sale Positioning is not working with EMEA manufacturing	ring HIGH	Marketing
Set-up a meeting	Recall customer direct marketing email "High-end High-speed Sales"	eed Sales" HIGH	Direct Sales
Start a discussion thread (			Page 1/1
Build an Org Chart 1234	Sales related Initiatives for Approval		
Marage Subscriptions Moraer Doctal Help 4004		1264 1265	1265 1266 1267
Merger Fortal mery 1261	Initiatives • 1263	Customers Impacted v mpact \$ ▼ Owner v	npact \$▼ Owner ▼ Priority ▼
1708 (4)	Teak Care - Cleaning Powder	274	8 M\$ 忆 Ron Dekey区© HIGH
		rmericans 75	3 M\$ 格 Ziv Udi 区© HIGH
Manage Team Members		1273	Page 1/1
☑ Jack Black (252) 555-1212 ⓒ	Щ	/ 1274	71276 71278
Oomaa Simone (232) 333-1212	Total • 12	72 / U.S. •	EMEA ▼ Far East ▼
Car   Car	Marine System Inc. 75% ♥ (View survey results O)	88%	<b>1</b> %9€ 80%
	Speedial Corporation	83%	80% 20%
Help	Customer Watch List 1280		
		~1285	-12861287
1281~	Customer ▼ Revenue (1 year) ▼	Account Executives V   Transition Status V	Status 🕶 📗 Risk 🕶
1283-	☐ Boat Barn	1.8 M\$ Bruce Williams 区域 Not Started	High
	□ Newport Shipyards 2.0 M\$ Ge	2.0 M\$ George Clueless 区區 Executive Assigned	Assigned High
	West Marine 2.5 M\$ Jol	2.5 M\$ John Z. Dylan ☑ⓒ Contacted	None
	EIEE		Page 1/1

Accounts Addressed: 1 of 12 Page 1/1 Donald Baxter Welcome, J.J.Martine Personalize X Cooperative X Cooperative X Cooperative X Joe Dylan 🗶 Karl Hope Assignment 1345 Home • Account Consolidation • Customer Transition • File Sharing • Discussion • Calendar • Deliverables Donald Baxter Alien Maxwell Alice Wendel Jon Ferrel Кал Норе (n/a) 346 West Marine Inc. 1348 Dave's Ways Inc. 🔥 Victory Island Yachts Newport Ship Yards Gold Rock 😂 🥕 (no match) 🕅 -1340 Account Sales Task Force Employee Info 1323 Marine Systems Rank 42 (n/a) Account Consolidation ! Clean Room Only — 1317 336 342 D 1208 Joe Dylan Mark Quatrone Speedial Western Region Top 10% Accts Michele Carter Jordan McGee Executive David Brant 1334 (pending) 5.14M 17.50M 6.15M 5.81M 3.80M 3.74M Value 1332 339 Dave's Ways 7337 Sydney Sailing Group Gold Rock Ship Yard Victory Island Yachts Newport Ship Yards West Marine Inc. Account -1320 1315 Account Profile: Speedial, Inc. Rank Search 1392 Filters Advanced....1333 Marine Systems Inc. 1331 Cross Selling Planning Account Assignment Roll Out Management Synchronize with Outlook Schedule a New Meeting Profile Management AE Management Schedule Rollout Calendar Help ◆ Actions Monitor 370-365-1355-360 375 380 1390-

004	1315	15 1208	8(					
	Marine Systems Inc.	A FIRE SO	کم میم		Wel	come, J.J.	Welcome, J.J.Martin Personalize	1
		Sales Tas	Sales Task Force Employee Info	ee Info		کم	∠1202	т
350~	Home • Accou	Home • Account Consolidation • Customer Transition • File Sharing • Discussion • Calendar • Deliverables	sition • File Shar	ng • Discus	sion • Cale	ındar • De	liverables	
		Schedule Rollout	1425			×1433	71430	
	7,	-Template: Default Template	71440-1435	35/1437	71438	/ Accou	Account West Marine, Inc.	
370~	1431	-Status Action Item — 1432/	Action	/Template	Owner /	Due	Exception Handling	
	Cross Selling Planning	Notify AEs of account assignment	ment Auto Email~	[detine]	-1434 -{[define]	[define]	[define] ~1436	
	Roll Out Management	x AE Personalized Communication	ition User Action	[define]	System	[qeline]	[deline]	-
	Monitor 1431A	x Customer Communication 1442 Auto Email	442 Auto Email	[define]	1	[qetine]	[define]	
		X Cross-Selling Pro-Rigging Buyers	yers Auto Email	[define]	1	[define]	[define]	
	Search	x/ Retention Plan 1448	Auto Email	[define]	-	. [əuijəp]	[define]	1
	▶ Filters   Advanced	1444	1446					
	• Actions (6)							
	Synchronize with Outlook		•					*
	Calendar Help							
	Help							
	-							
								- 1

到回										
1430	1434 Account West Marine, Inc.	Exception Handling	[define] ~1436	[define]	[define]	[define]	[define]			
	1433 / 143	Due/	[define]	[define]	[define]	[define]	[define]	:		
	1438	Owner	-	System	ı	1	1			
	71437/14	Template /	[define]	[define]	[define]	[define]	[define]		<u> </u>	
	1440 / 1435	Action	Auto Email	User Action	Auto Email	Auto Email	Auto Email		es, ounts which have cecision was made +0 days +3 days wia Email	
71425		1432/	f account assignment	AE Personalized Communication	-Customer Communication	-Cross-Selling Pro-Rigging Buyers	an — 1448	ssignment	Standard Notification  1447  Standard Notification  1447  Standard Notification  1447  Dear Account Executives,  Doub to the acquisition of Marine Systems, we have consolidated client accounts which have counter-parts in both companies. The decision was made based on numerous factors.  1470  Listed AEs  1470  Day 1  1470  Day 1  1470  Alert me  1472  Alert me  1475	
Schedule Rollout	-Template: Default Template	Status Action Item -	Notify AEs of account a	X AE Personal	X Customer Co	x Cross-Selling	X Retention Plan	-Notify AEs of Account Assignment	Save Cancel  Notification Template:  Send to: Trigger Date: Response Due:  Exceptions:	

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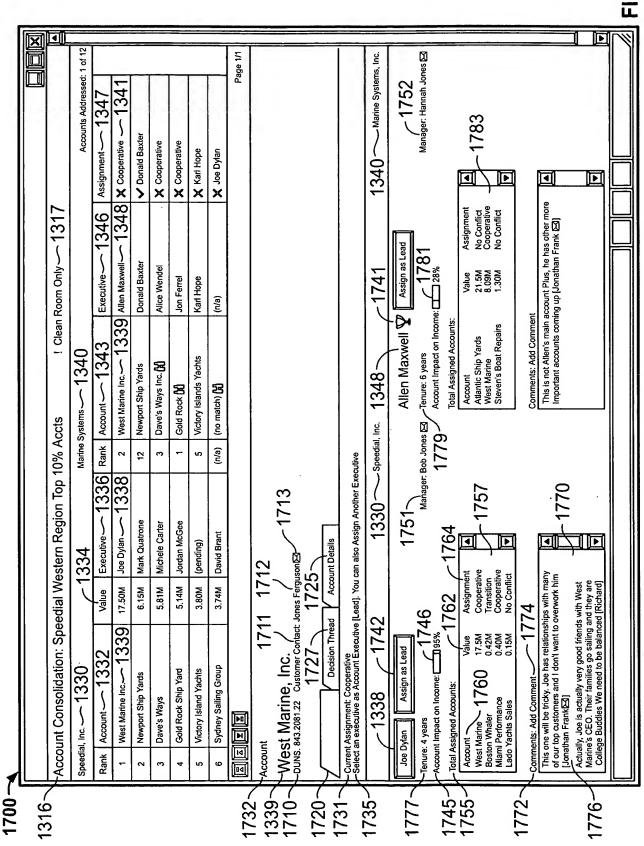


FIG. 10

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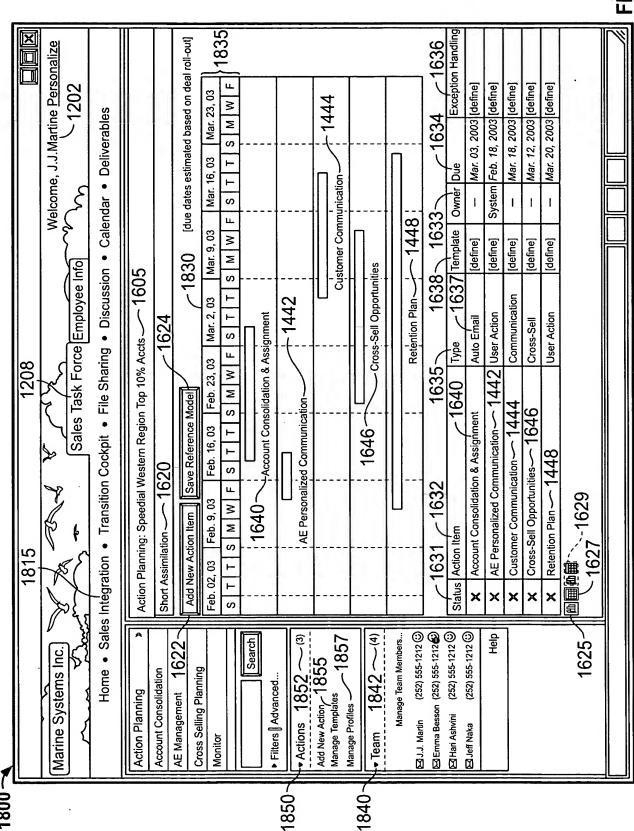


FIG. 11

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